

civilization.

"And then they came back from the hills triumphant, telling of their discovery, and where they put their feet, cities sprang up, railroads came into being, the greatest commercial fleet in the world was born.

"How did they lose it? I'll tell you how they lost it. They believed in God, and in men who called themselves the servants of God.

"The Merritts were true Minnesotans. They wanted themselves to make Minnesota the greatest iron ore producer in the world. And they wanted to make Duluth, the city that had come out of the little fish-eating colony they help to create, the greatest metropolis of the northwest.

"They were offered \$7,000,000 cash for their holdings in the Mesaba hills. They refused. They wanted no gripping trust, with its inevitable debauchery of statesmen to enslaving of men, in control of their home.

"So they refused, and one day told the people of Duluth that they themselves would build a railroad from the Mesaba mines to Duluth, and make Duluth the metropolis of the country.

"The people of Duluth cheered them. The city council met, and unanimously voted \$250,000 to help the Merritts build the road.

"The Merritts had no money. But surely the owners of the greatest ore fields in the world have no difficulty in raising money!!

"And then came the Rev.

Frederick T. Gates, private secretary, "almoner" and preacher come-on for John D. Rockefeller.

"He whispered to the Merritts that the great John D. had heard of them as the ablest business men in this section of Minnesota.

"The Merritts were very pleased. They are religious men—the Merritts. Ask of them in Duluth, and the people will tell you that the older Merritts always have been noted for their religion.

(And indeed this is true. I asked five different citizens about Alfred and Leonidas Merritt. Each began by saying "They are God-fearing men.")

"Gates came just when the Merritts were considering how to raise money for the railroad. They placed implicit confidence in him. Was he not a minister of the church?

"How he must have laughed at their simplicity!

"Well, Gates induced them to consolidate their mine properties, a town site company, and the partly built railroad. Rockefeller took part of the stock in the consolidated company, and lent them \$420,000.

"Then he ruined their credit, and called the loan on them.

"The Merritts sued, alleging deceit. We remember that trial here in Duluth. The court held the issue in the case was simply whether or not Gates represented Rockefeller.

"Twelve men of Duluth returned a verdict saying that Gates had